INTERNATIONAL DISTRIBUTOR PROSPECT FORM

|  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Company Background** | | | | | | | | | | |
| Company Name: | | | | | | | | | | |
| Mailing Address: | | | | | | Contact: | | | | |
| Title: | | | | |
| Phone: | | | | |
| Fax: | | | | |
| E-Mail Address: | | | | | | | | | | |
| Web Site: http:// | | | | | | | | | | |
| **Business Activity** | | | | | | | | | | |
| Which of the following best describes the identity of your company?   |  |  |  |  |  |  | | --- | --- | --- | --- | --- | --- | |  | Full stocking distributor |  | Wholesaler |  | Authorized Vendor (For China Only) | |  | Distributor |  | Retailer |  | Other, explain | |  |  | | | | | | | | | | | | | | | |
| Corporate Structure | | | | | | | | | | |
| Is the company privately or publicly held? | |  |  |  |  | | --- | --- | --- | --- | |  | Private |  | Public | | | | | | | | | | |
| How many years has the company been in business? | | | | | | |  | | | |
| In which countries do you do business? | |  | | | | | | | | |
| How many employees in the company? | |  | | | | | | | | |
| How many sales representatives in the company? | | | | | Inside: | | | | Outside: | |
| Is there a warehouse facility to stock product? | | | |  |  |  |  | | --- | --- | --- | --- | |  | Yes |  | No | | | | | | | | |
| Is there a showroom or product display area? | | | |  |  |  |  | | --- | --- | --- | --- | |  | Yes |  | No | | | | | | | | |
| What are the company’s annual sales in U.S. dollars? | | | | | | |  | | | |
| **Principal Markets Served** | | | | | | | | | | |
| List the percentage/concentration of effort for each of the following markets: | | | | | | | | | | |
| Industrial Process Piping: (Oil/Gas Drilling, Pipeline, Refineries, Petrochemical, Paper Mills) | | | | Plastic Piping: | | | | | | |
| Water Distribution Companies or Sub-Contractors: | | | | Fire Sprinkler: | | | | | | |
| Gas Distribution Companies or Sub-Contractors: | | | | Professional Plumbers/Pipefitters: | | | | | | |
| Principal Accounts Handled | | | | | | | | | | |
| **Please list some of your best customers. Include company name, country located, and number of years doing business together for each of the following categories. *(All information will be kept strictly confidential, and REED will not contact any companies.)*** | | | | | | | | | | |
| **End Users** | | | | | | | | | | |
| **Company Name** | | | | **Country** | | | | | | **Years** |
|  | | | |  | | | | | |  |
|  | | | |  | | | | | |  |
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|  | | | |  | | | | | |  |
| **Wholesale Companies** | | | | | | | | | | |
| **Company Name** | | | | **Country** | | | | | | **Years** |
|  | | | |  | | | | | |  |
|  | | | |  | | | | | |  |
|  | | | |  | | | | | |  |
|  | | | |  | | | | | |  |
| **Retail Companies** | | | | | | | | | | |
| **Company Name** | | | | **Country** | | | | | | **Years** |
|  | | | |  | | | | | |  |
|  | | | |  | | | | | |  |
| **Additional Information** | | | | | | | | | | |
| **Please share details on anything that makes your company outstanding. Also, briefly explain why your company would be a good fit with REED. *(Optional)*** | | | | | | | | | | |
| **Financial Information** | | | | | | | | | | |
| Bank name: | | | | | | | | Bank Contact: | | |
| Bank Address: | | | | | | | | | | |
| Bank Phone: | | | | | | | | Bank Fax: | | |
| **Trade References** | | | | | | | | | | |
| Company Name: | | | | | | | | Contact: | | |
| Address: | | | | | | | | Email Address: | | |
| Company Name: | | | | | | | | Contact: | | |
| Address: | | | | | | | | Email Address: | | |
| Company Name: | | | | | | | | Contact: | | |
| Address: | | | | | | | | Email Address: | | |

**\*Financial Information and Trade References sections must be completed to be considered for open account payment terms.\***

Please fax completed form to: 814-455-1697

Or email form to: [reedsales@reedmfgco.com](mailto:reedsales@reedmfgco.com)

Thank you for your interest in REED Manufacturing Company.

**Reed Manufacturing**

1425 West 8th Street

Erie, PA 16502 USA

Approved\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Date\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Cust # \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_